

Message Text

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45

ORIGIN NEA-12

INFO OCT-01 ISO-00 SS-15 INR-10 EB-11 RSC-01 /050 R

DRAFTED BY NEA/GRK:GTCHURCHILL:P

APPROVED BY NEA:RPDAVIES

E:MR. MILLER

S/S:MR. GAMMON

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R 041705Z OCT 73

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS

C O N F I D E N T I A L STATE 197529

E.O. 11652: GDS

TAGS: ETEL, BFOL, US, GR

SUBJECT: TRADE PROMOTION: OLYMPIA COMMUNICATIONS PROJECT

REF: A) ATHENS 6856; B) ATHENS 6713

1. ON RECEIPT INFORMATION PROVIDED REF A , COLLINS REPRESENTATIVE REQUESTED WE INFORM EMBASSY THAT COLLINS APPRECIATES EMBASSY POSITION AND WILL ABIDE BY EMBASSY DECISION NOT TO MAKE FURTHER APPROACH TO GOG AT THIS TIME. COLLINS WOULD APPRECIATE EMBASSY VIEWS REGARDING EARLIEST POSSIBLE TIME FOR CALL BY SENIOR COLLINS OFFICIAL ON COMPETENT GREEK OFFICIAL PER PARA TWO, REFTEL. WHILE COLLINS BELIEVES REVERSAL OF CONTRACT DECISION MOST UNLIKELY AT THIS TIME, THEY WISH KEEP THEIR PROPOSAL ACTIVELY BEFORE GOG FOR SOME TIME, IN CASE GOG SHOULD BECOME DISENCHANTED WITH MARCONI PERFORMANCE.

2. FYI: EXPLANATION GIVEN COLLINS BY THEIR ATHENS DEALER FOR GOG AWARD TO MARCONI WAS THAT HIGH GOG OFFICIALS SO INCENSED BY U.S- ATTITUDE, AS EVIDENCED BY AMBASSADOR TASCAS PRE-PLEBISCITE "ULTIMATUM" TO PAPADOPOULOS AND HANDLING OF CONGRATULATORY MESSAGE (REF B) THAT GOG SIMPLY UNWILLING AWARD CONTRACTS TO ANY U. S. FIRM AT THIS TIME. WE DISCUSSED WITH COLLINS REPRESENTATIVE THE RECENT ATHENS PRESS REPORTS ABOUT CONGRATULATORY MESSAGE AND AMBASSADOR'S TALK

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WITH PAPADOPOULOS, AND POINTED OUT THAT THIS EXPLANATION,
WHILE IT RELIEVED ATHENS DEALER OF RESPONSIBILITY, SEEMED
EVEN LESS PERSUASIVE THAN OTHER REASONS PREVIOUSLY AD-
VANCED FOR GOG DECISION. RUSH

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